



## New Farmer Recruitment Program

### Overview:

Numbers of sheep and goats in the United States are at all time lows and are currently not sufficient to meet the growing consumer demand. In an effort to increase sheep and goat numbers in the Commonwealth, the Kentucky Sheep and Goat Council is offering short term (1 to 2 year) operating loans of up to \$2,000 with 0% interest to eligible individuals. Eligible producers are Kentucky residents that have never produced sheep or goats or have been in the sheep or goat production business for less than 5 years. Funds may be used to purchase sheep and/or goats for breeding purposes as well as livestock guardian animals.

Individuals that receive funding must show proof of recent education regarding sheep and goat production. This education could include, but is not limited to, college or high school courses, university workshops, extension programs, producer meetings, and 4-H and FFA activities. Continuing education on sheep and goat production and thorough record keeping will also be required and may result in the forgiveness of up to 40% of the loan.

### How to apply:

Complete the following application and submit a business plan with at least the minimum information set forth in the attached business plan outline. If the applicant is under 18 years old, then a parent or guardian's signature will be necessary to apply. Applicants will be selected for an interview based on the application and business plan. Interviews will be utilized to help determine the applicant's level of commitment to long term sheep and goat production as well as their potential for future leadership in these industries.

For additional information or questions regarding the application process, please contact:

Tess Caudill  
Kentucky Department of Agriculture  
tess.caudill@ky.gov or (502) 782-4106



## New Farmer Recruitment Program Loan Application

Full Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

County where sheep and/or goats will be raised: \_\_\_\_\_

Phone: \_\_\_\_\_ Alt. Phone: \_\_\_\_\_

E-mail: \_\_\_\_\_

Years in the: sheep business \_\_\_\_\_ goat business \_\_\_\_\_ (0 is an acceptable answer)

Are you an active member of any agriculture organizations? Yes \_\_\_\_\_ No \_\_\_\_\_

If yes, please list: \_\_\_\_\_

\_\_\_\_\_

List any educational activities in which you have participated in the past year related to sheep and/or goat production: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Amount of funds requested: (\$2,000 maximum) \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

If under 18, parent or guardian signature: \_\_\_\_\_

### Completed applications and business plans should be mailed to:

Kentucky Sheep and Goat Check-Off Program  
c/o Tess Caudill  
Kentucky Department of Agriculture  
111 Corporate Drive  
Frankfort, KY 40601

## **Business Plan Outline**

- I. Cover Page (include name, contact info, and any other pertinent information)
- II. The Farm
  - a. The land (describe the size, soil type, topography, etc.)
  - b. Building, fences and other structures
  - c. Farm ownership (Do you own solely, with a partner, is the land leased, are there restrictions, etc.)
- III. Current Products
  - a. Products currently grown or raised
  - b. Volume (how much of each are you producing)
  - c. Experience (how long have you grown or raised each product)
  - d. Marketing (how is each product currently marketed)
- IV. Farm Management and Labor
  - a. Farm Manager (who is the decision maker, how many hours per week do they spend managing the farm, is this a full or part-time job)
  - b. Labor sources
- V. Sheep and/or Goat Enterprise Addition or Expansion Plans
  - a. Product (discuss number of head, types, breeds, purpose, and reasoning)
  - b. Sources of breeding stock
  - c. Facilities and Equipment (describe the facilities and equipment needed for this enterprise and what construction/modifications/purchases are needed)
  - d. Production Plan (describe current breeding and lambing/kidding plans)
  - e. Marketing Plan (discuss trends in the industry and what products will be marketed, when, where, and why you chose this product, time and place)
- VI. Financial Plan
  - a. Current farm income and expenses (see attached form)
  - b. Estimated 3 year income and expenses for new sheep and/or goat enterprise (see attached)
  - c. Repayment plan – must have plan for repayment in no more than 2 years

**Kentucky Sheep and Goat Check-Off  
New Farmer Recruitment Program**

| <b>Current Farm Income (use most recent complete farming year)</b> |                                                       |
|--------------------------------------------------------------------|-------------------------------------------------------|
|                                                                    |                                                       |
|                                                                    | <b>Income:</b> (describe each source and list amount) |
| 1                                                                  |                                                       |
| 2                                                                  |                                                       |
| 3                                                                  |                                                       |
| 4                                                                  |                                                       |
| 5                                                                  |                                                       |
| 6                                                                  |                                                       |
| 7                                                                  |                                                       |
| 8                                                                  |                                                       |
| 9                                                                  |                                                       |
| 10                                                                 |                                                       |
|                                                                    | <b>Total Income:</b>                                  |
|                                                                    |                                                       |
|                                                                    |                                                       |
|                                                                    | <b>Expenses:</b>                                      |
| 1                                                                  |                                                       |
| 2                                                                  |                                                       |
| 3                                                                  |                                                       |
| 4                                                                  |                                                       |
| 5                                                                  |                                                       |
| 6                                                                  |                                                       |
| 7                                                                  |                                                       |
| 8                                                                  |                                                       |
| 9                                                                  |                                                       |
| 10                                                                 |                                                       |
| 11                                                                 |                                                       |
| 12                                                                 |                                                       |
| 13                                                                 |                                                       |
| 14                                                                 |                                                       |
| 15                                                                 |                                                       |
|                                                                    | <b>Total Expenses:</b>                                |
|                                                                    |                                                       |
|                                                                    |                                                       |
|                                                                    | <b>Net Profit or loss</b>                             |

**Kentucky Sheep and Goat Check-Off  
New Farmer Recruitment Program**

| <b>Estimated Income and Expenses for New Sheep and/or Goat Enterprise</b> |                                                       |               |               |               |
|---------------------------------------------------------------------------|-------------------------------------------------------|---------------|---------------|---------------|
|                                                                           |                                                       | <b>Year 1</b> | <b>Year 2</b> | <b>Year 3</b> |
|                                                                           | <b>Income:</b> (describe each source and list amount) |               |               |               |
| 1                                                                         | New Farmer Loan                                       |               |               |               |
| 2                                                                         | Sales of Kids/Lambs                                   |               |               |               |
| 3                                                                         | Sales of Culls                                        |               |               |               |
| 4                                                                         | Sales of Breeding Stock                               |               |               |               |
| 5                                                                         | Other:                                                |               |               |               |
| 6                                                                         |                                                       |               |               |               |
| 7                                                                         |                                                       |               |               |               |
| 8                                                                         |                                                       |               |               |               |
| 9                                                                         |                                                       |               |               |               |
| 10                                                                        |                                                       |               |               |               |
|                                                                           | <b>Total Income:</b>                                  |               |               |               |
|                                                                           |                                                       |               |               |               |
|                                                                           |                                                       |               |               |               |
|                                                                           | <b>Expenses:</b>                                      |               |               |               |
| 1                                                                         | Breeding Stock Purchase                               |               |               |               |
| 2                                                                         | Loan Repayment                                        |               |               |               |
| 3                                                                         | Feed                                                  |               |               |               |
| 4                                                                         | Hay                                                   |               |               |               |
| 5                                                                         | Vet/Medication                                        |               |               |               |
| 6                                                                         | Mineral                                               |               |               |               |
| 7                                                                         | Other:                                                |               |               |               |
| 8                                                                         |                                                       |               |               |               |
| 9                                                                         |                                                       |               |               |               |
| 10                                                                        |                                                       |               |               |               |
| 11                                                                        |                                                       |               |               |               |
| 12                                                                        |                                                       |               |               |               |
| 13                                                                        |                                                       |               |               |               |
| 14                                                                        |                                                       |               |               |               |
| 15                                                                        |                                                       |               |               |               |
|                                                                           | <b>Total Expenses:</b>                                |               |               |               |
|                                                                           |                                                       |               |               |               |
|                                                                           |                                                       |               |               |               |
|                                                                           | <b>Net Profit or loss</b>                             |               |               |               |